

Message Text

UNCLASSIFIED

PAGE 01 DOUALA 00223 101243Z
ACTION OPIC-06

INFO OCT-01 AF-10 ISO-00 EB-08 COME-00 /025 W
-----069223 101637Z /53

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FM AMCONSUL DOUALA
TO SECSTATE WASHDC 1720
INFO AMEMBASSY YAOUNDE

UNCLAS DOUALA 00223

DEPT PASS OPIC FOR JAMES BANKS AND BONNY HENDERSON

E.O. 11652 N/A
TAGS: BEXP, BENC, CM
SUBJECT: US PARTICIPATION IN DOUALA CONSTRUCTION PROJECT IMPERILED

1. DURING OPIC TRADE MISSION TO WEST AFRICA (WESTAM) IN FEBRUARY 1976 LOCAL BUSINESSMAN PAUL SOPPO PRISO MADE CONTACT WITH LEWIS SPAW OF THE SPAW-GLASS COMPANY, A HOUSTON-BASED ENGINEERING/CONSTRUCTION FIRM (TEL: 713-529-4451), RE POSSIQLITY CONSTRUCTION TWENTY STORY HOTEL/APARTMENT COMPLEX AT COST OF APPROX. DOLLARS 16 MILLION. DISCUSSIONS HELD IN DECEMBER 1977 PRODUCED TENTATIVE AGREEMENT TO USE SPAW GLASS AS CONTRACTOR AND CHASE MANHATTAN BANK SUBSIDIARY, CHASE WORLD INFORMATION C QPORATION (CWIC) AS FINANCIER FOR PROJECT. AGREEMENT PROVIDED FOR SOPPO PRISO ALONE TO BEAR THE COST OF DOLLARS 20,000 FEASIBILITY STUDY (TO BE PERFORMED BY CWIC) UPON WHICH FINANCING WOULD BE BASED. AT THAT TIME SOPPO PRISO INDICWVED HE VERY MUCH WANTED TO HAVE AN AMERICAN FIRM TAKE PROJECT IN ORDER TO DIVERSIFY HIS TRADING PATTERN AWAY FROM FRANCE. HE ALSO INDICATED HE WAS GREATLY PLEASE WITH TENTATIVE DESIGN SUBMITTED BY SPAW. DURING PAST MONTH, SOPPO PRISO HAS RECEIVED TWO ALTERNATIVE PROPOSITIONS WHICH MAY ELIMINATE SPAW-GLASS AND CWIC FROM THE PROJECT. PROPOSALS ARE FROM A FPENCH AND BELGIAN FIRM. BOTH OFFER TO DY FEASIBILITY STUDIES WITH PA2MENT CONTINGENT UPON POSITIVE RESULTS, EACH PROPOSAL STATES THAT IF

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PROJECT IS NOT ECONOMICALLY FEASIBLE SOPPO PRISO PAYS NOTHING. COST OF PROPOSALS ARE APPROX. DOLLARS 30,000 AND DOLLAI 40,000.

2. SOPPO PRISO IS CURRENTLY IN PARIS WHERE IT IS BELIEVED THAT HE IS CONTINUING NEGOTIATIONS WITH FRENCH AND BELGIAN FIRMS. WOULD BE GRATEFUL IF OPIC COULD CONTACT SPAW AND FRACK OCWIEJA OF CWIC AND URGE THEM TO SWEETEN THEIR OFFER IF THEY DO NOT WISH TO

LOSE DEAL.
SCOTT

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